Microsoft

Exam MB2-717

Microsoft Dynamics 365 for Sales

Verson: Demo

[Total Questions: 10]

Topic break down

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Topic 1, Exam Pool A

Question No : 1 - (Topic 1)

You need to be able to export your data to Excel, edit in Excel, and then, once the edits are completed, update the records in Microsoft Dynamics 365 with your changes.

Which two options require Microsoft Dynamics 365 for Outlook to refresh the data in Microsoft Dynamics 365? Each correct answer presents a complete solution.

A. Export to Static Worksheet
B. Export to Excel Online
C. Export to Dynamic Pivot Table
D. Export to Dynamic Worksheet

Answer: B,D

Question No : 2 - (Topic 1)

You want to review the status of the sales opportunities you have been working on for the past three months.

Which three system views allow you to review Won and Lost opportunities in Microsoft Dynamics 365? Each correct answer presents a complete solution.

A. Closed Opportunities
B. All Opportunities
C. Top Open Opportunities
D. My Open Opportunities
E. Lost Opportunities

Answer: B,D,E

Question No : 3 - (Topic 1)

You are The technical support specialist for a company that utilizes Microsoft Dynamics 365.

A new user calls the help desk complaining that every time they try to create a record, they are being denied the ability to The user states that some type of error is displayed as well.

What would cause this error?

A. The user cannot create records using the Outlook client
B. The user failed to populate at (east one required field.
C. The user is using Dynamics 365 Business Edition father than Enterprise Edition.
D. The user cannot input more than 250 characters into a single line of text field.

Answer: A

Question No : 4 - (Topic 1)

You are a sales professional for a medium-sized firm.

You are entering information into Microsoft Dynamics you organized at a trade show.

What type of record should you create for each card?

A. Prospect
B. Lead
C. Account
D. Opportunity

Answer: B

Question No : 5 - (Topic 1)

An organization manages their sales process and tracks their competitors on opportunities through Microsoft Dynamics 365. A sales executive requests a report on how they are performing against each of their competitors. Using only out-of-box capabilities, how should you get this report for the sales executive?

A. On a view of opportunities, run the Pipeline Management Excel Template.
B. Add the Power BI content pack for Sales Managers, and share it with the executive.
C. Run the built-in Competitor Win/Loss report and send it to the sales executive.
D. Create a dashboard with the chart editor and include the competitors' details, and share it with the sates executive.

Answer: C

Question No : 6 - (Topic 1)

Based on a conversation with a potential customer, you think there may be a Lead record for the customer in Microsoft Dynamics 365.

You need to find the disqualified lead so that you can review the activity history on the lead.

Where are two places you can find this information? Each correct answer presents a complete solution.

A. Disqualified Leads view
B. Advanced Find
C. Closed Leads view
D. Leads Lookup view

Answer: B,C

Question No : 7 - (Topic 1)

You are working with a company to implement Microsoft Dynamics 365 for their sales division.

The sales manager wants all sales people to have the ability to be alerted when a recipient opens an email that was sent to them.

Which component of Microsoft Dynamics 365 should you use to manage this ability?

A. Email Engagement
B. Auto Capture
C. Relationship Assistant
D. Folder Level Tracking

Answer: A

Topic 2, Exam Pool B

Question No : 8 - (Topic 2)

The bank you work for had a booth at a trade show where they collected leads for people interested in getting a loan with the bank. You are sent a .csv file with 100 leads with whom the bank expects you to follow up.

You need to load these leads in the fastest way possible.

What are two options for doing this in Microsoft Dynamics 365? Each correct answer presents a complete solution.

A. Use the Import Data feature to upload your data file to Microsoft Dynamics 365.
B. Convert emails to leads in Outlook by using Microsoft Dynamics 365 for Outlook,
C. Use the Quick Create New Lead record in Microsoft Dynamics 365.
D. Convert emails to leads in Outlook by using the Microsoft Dynamics 365 App for Outlook.

Answer: A,C

Question No : 9 - (Topic 2)

You are using Microsoft Dynamics 365 to track your competitors.

You want to take full advantage of the "Win/Loss" report that is available for competitors.

What two steps should your users take to track competitors to get reliable results from this report? Each answer represents a part of

the solution.

A. Track competitors on sales literature.
B. Track competitors on open opportunities.
C. Track competitors on opportunities closed as Lost
D. Track competitors on the products used.

Answer: B,C

Question No : 10 - (Topic 2)

You are a sales manager for a large sales organization that uses Microsoft Dynamics 365. Many of your products have different

pricing, based on geographical area.

You want your sales people to automatically be assigned the designated price, based on their assigned territory.

How can you accomplish this?

A. Assign a product catalog for each territory.
B. Assign a default price list for each territory.
C. Assign a discount list for each territory.
D. Assign a base currency for each territory.

Answer: B